

***How do USDA reports help me,  
a small producer?***

Participation in the ARMS survey is vital to developing information to tell the complete story of agriculture. Small and large farms alike need to participate, if requested, by providing the most accurate details about their farming operation. Each report represents hundreds of other farms, increasing the importance of accurate reporting. USDA's Missouri Ag Statistics Service guarantees your information remains confidential and is used only for the purposes intended. The law backs that up! As we work to re-establish the family farm on the rural landscape, we need the facts to support our positions as we talk to consumers, Congress, and our communities. Claims alone, without basic facts regarding the economic conditions of those that produce our food supply, are difficult to justify in the minds of much of the population."

Russ Kremer, President  
Missouri Farmers Union

***Is it anyone's business what I  
am doing on my operation?***

"No! That is why USDA/NASS, an unbiased third party, has been given this responsibility. A non-political organization can be most objective when reviewing and evaluating the actual data. No producer's individual information is ever divulged to anyone, any organization, or any agency and its **protection is guaranteed by law.** It is necessary to gather individual reports in order to evaluate trends and directions within agriculture as a whole, thus giving everyone the tools by which informed decisions are made."

Gene Danekas, Director  
Missouri Agricultural Statistics Service

ARMS will collect detailed information relating to, among other issues:

- ✓ Income
- ✓ Expenses
- ✓ Assets
- ✓ Debts
- ✓ Government payments
- ✓ Off-farm income
- ✓ Hours worked
- ✓ Operator characteristics

**National Agricultural  
Statistics Service,  
Missouri Field Office**

***"Fact Finders for Agriculture"***

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# ***Be ARMed with the Facts !***

***Missouri Ag Leaders  
respond!***



***Many questions arise whenever  
USDA statisticians request  
information regarding someone's  
agricultural operation. Most often it  
gets to the questions,***

***"What's in it for me?"***

***or***

***"Who uses this and how?"***

***or***

***"I'm a small producer, why  
me?"***

***Leaders of Missouri agriculture  
come together to answer these and  
other questions regarding  
government reports.***

USDA's National Agricultural Statistics Service (NASS) is measuring the health of the agricultural economy by conducting the 2009 Agricultural Resource Management Survey (ARMS).

ARMS is the only survey that reveals the complete financial picture of our rural and agricultural communities. With the many challenges facing America's farmers and ranchers, it is vital to collect the facts.

### ***Benefits to Producers:***

\$ ARMS data will be used to evaluate current Farm Bill programs and policies and develop recommendations for the future of agriculture.

\$ ARMS data will be used to measure the affect of escalating fuel costs on producers' bottom lines.

\$ ARMS data are used by the Federal Reserve Bank to publish reports that help farm credit lenders to assess the lending risk to producers.

\$ ARMS data are used to measure the affects of natural disasters by evaluating cash receipts and net farm income.

\$ ARMS data are used as a component in estimates of personal income, which are used to allocate funds and matching grants to states.

### ***Who uses these reports?***

"USDA's Missouri Agricultural Statistics Service's agriculture management survey (ARMS) is an important tool for Missouri agriculture. This survey not only provides us valuable insight on the contributions that agriculture brings to our state, but also helps us understand the financial well-being of our state's farm economy and its impact on our overall economy. National and state policies are often set by statistical data and it is imperative that we provide policy makers with the most up-to-date information regarding Missouri agriculture."

Dr. Jon Hagler, Director  
Missouri Department of Agriculture

"Our legislators use the information a great deal, especially on things like the estate tax. Whenever farm organizations and policymakers make critical decisions that affect us producers, such as the Farm Bill or the Energy Bill, we producers definitely need decisions based on facts and not opinions."

Gary Branum, President  
Great River Soy Co-op, New Madrid, MO

### ***Who should report?***

"With the current conditions in the swine industry, the need for accurate facts on the cost of production and the economic viability of the industry are in greater demand. The USDA-ARMS study this year is focusing on the pork industry to help fulfill these needs. The plight of the industry will be focused on as the NASS study will concentrate on producers, their expenditures, and income as well as production practices. I urge pork producers, contractors, and contractees alike, to take the time to help the entire industry, if asked by a NASS interviewer. Your factual input will allow the industry to speak with current, unbiased facts!"

Bill Kessler, Chairman  
Missouri Pork Association

"The ARMS survey, conducted locally by USDA's Missouri Ag Statistics Service, provides us the most comprehensive and accurate economic picture of what corn producers are facing. As fuel and fertilizer input costs continue to rise, it is imperative to be able to analyze exactly how this is impacting our industry. The ARMS survey provides the information necessary to measure the changes in our cost of producing corn. The Farm Bill designers use the accurate picture to help draft an equitable program, placing the assistance exactly where it will do the most good. Without producer input into surveys like this, decisions get made based on speculation, not fact. Please spend a little time, if asked, to participate so you can represent the entire community of producers in setting the record straight."

Gary Marshall, Executive Director  
Missouri Corn Growers Association

"I encourage all Missouri farmers and ranchers, who are asked by USDA-Missouri Ag Statistics Service, to participate in the 2009 ARMS survey. A very few producers are asked to take some of their time to help describe the current economic health of Missouri agriculture. With the escalating input costs and lower than desired prices for our commodities, now is the time to tell the true story. As Congress wrestles with issues relating to agriculture, we as well as they need the most accurate picture of where program assistance is needed and what programs will be the best use of taxpayer dollars. I hope Missouri farmers and ranchers understand that information is powerful and the most accurate information must come directly from farmers. Farm Bureau relies heavily on this analysis as we prepare our agendas and as our economists develop the economic outlook for agriculture and help guide our programs."

Charles Kruse, President  
Missouri Farm Bureau

**Just about every Federal policy and program that affects U.S. farmers and farm families is based on information from the Agricultural Resources Management Survey**